

**GM 575**

**EDT**

**H. Brian Moore**

**HSDC**

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**Presentation Before the Senate Committee on Economic  
Development and Technology**

**April 15, 2009**

**H. Brian Moore**

**Board of Directors of the Hawaii Strategic Development Corporation**

**Chair Fukunaga and members of the Senate Committee on Economic Development and Technology, thank you for the opportunity to present to you this testimony for your consideration of my confirmation to the Board of Directors of the Hawaii Strategic Development Corporation.**

**I have been a resident of our great state for over 38 years and I am currently the Senior Vice President of the Pacific Guardian Life Insurance Company.**

**I am a graduate of the University of Notre Dame, the Hawaiian Management Program at the University of Hawaii and the Executive Program for Small Companies at the Stanford University Graduate School of Business.**

**For the past thirty five years, I have been entrusted with people's life savings as a principal investment officer at Hawaiian Life Insurance Company until its merger with the Pacific Guardian Life Insurance Company in 1991. During this time, I have personally underwritten over \$500 million in mostly commercial income-producing property loans and our portfolio has consistently been rated as excellent by AM Best and Standard and Poor's. This achievement came about through the application of solid financial analysis, expert guidance by others, varied experiences, a keen sense of fairness and a good dose of common sense.**

**Like yourself, and any astute economic-minded Hawaii citizen, we realize that our over reliance on tourism poses a real, serious and significant threat to the long-term economic welfare of our state. The corporation's purpose of identifying and fostering new businesses that can help diversify our employment and economic base is important and vital to our future.**

**If confirmed by the Senate for this Board, I pledge to provide my best counsel during the entire term of this appointment and with no conflicts of interest to the president and staff of the Hawaii Strategic Development Corporation and in accordance with the intent of Chapter 127, Hawaii Administrative Rules.**

## **H. BRIAN MOORE**

1526A Wilhelmina Rise • Honolulu, Hawaii 96816  
(808) 734-1437 (Residence)  
(808) 942-1350 (Business)

### **PROFESSIONAL HISTORY**

- 1991 to present    PACIFIC GUARDIAN LIFE INSURANCE COMPANY, LTD.  
1440 Kapiolani Boulevard, Suite 1700  
Honolulu, Hawaii 96814  
Senior Vice President (4/09 – present)  
Vice President – Real Estate Investment Department (1991 – 4/09)  
Corporate Secretary (1991 – 2001)
- 1975 to 1991    HAWAIIAN LIFE INSURANCE COMPANY, LTD.  
1311 Kapiolani Boulevard  
Honolulu, Hawaii 96814  
Vice President, Board of Directors, Executive Committee Member
- 1974 to 1975    FIRST HAWAIIAN BANK  
165 South King Street  
Honolulu, Hawaii 96813  
Loan Officer

### **EDUCATION**

- 1966 to 1970    UNIVERSITY OF NOTRE DAME - Bachelor of Arts, Government
- 1976 to 1982    AMERICAN INSTITUTE OF REAL ESTATE APPRAISERS
- 1982    LIFE MANAGEMENT INSTITUTE - Fellow
- 1986    UNIVERSITY OF HAWAII - Hawaii Management Program
- 1988    STANFORD UNIVERSITY - Executive Program for Small Companies

### **COMMUNITY AFFILIATIONS**

- Mortgage Bankers Association of Hawaii – *Past President and current member since 1975*
- Urban Land Institute – *current member since 2001*
- Hawaii and Honolulu Board of Realtors – *Broker since 1978*
- Pacific Club – *Board of Governors and current member since 1988*
- FLMI Society – *Past President, former member for 20 years*
- Life Mortgage and Real Estate Office Council – *current member since 1990*
- Better Business Bureau - *Board of Directors for 12 years*
- Aloha United Way – *Division Chair in 1986*
- Junior Achievement - *Project Business Teacher in 1986*
- Oahu Country Club – *current member since 1989*
- Beretania Tennis Club - *Membership Chairman and current member since 1995*
- University of Notre Dame Alumni Club - *Past President and current member since 1990*

### **MILITARY SERVICE**

- US Army – Honorable discharge

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References  
for  
H. Brian Moore  
(with permission)

Miriam Hellreich  
(808) 262-9222

Honorable Richard R. Clifton  
(808) 522-7474

Representative Barbara C. Marumoto  
(808) 586-6310

JD Watumull  
(808) 971-8817



**DEPARTMENT OF BUSINESS,  
ECONOMIC DEVELOPMENT & TOURISM**

**LINDA LINGLE**  
GOVERNOR  
**THEODORE E. LIU**  
DIRECTOR  
**MARK K. ANDERSON**  
DEPUTY DIRECTOR

No. 1 Capitol District Building, 250 South Hotel Street, 5th Floor, Honolulu, Hawaii 96813  
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Statement of  
**THEODORE E. LIU**  
Director  
Department of Business, Economic Development, and Tourism  
before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TAXATION**

Wednesday, April 15, 2009  
1:15 PM  
State Capitol, Conference Room 016

In consideration of

**GM 575**

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE BOARD OF  
DIRECTORS OF THE HAWAII STRATEGIC DEVELOPMENT CORPORATION,  
GUBERNATORIAL NOMINEE, H. BRIAN MOORE,  
FOR A TERM TO EXPIRE 6-30-2013.**

Chair Fukunaga, Vice Chair Baker, and Committee Members:

DBEDT is pleased to support the nomination of Mr. Moore to the board of the Hawaii Strategic Development Corporation (HSDC). As a Senior Vice President, Pacific Guardian Life Insurance Company, Ltd., Mr. Moore brings a very high level of financial expertise and insurance industry relationships to HSDC. Mr. Moore has long worked in support of diversifying Hawaii's economic base and his active participation on many business community boards such as the Mortgage Bankers Association of Hawaii and the Better Business Bureau are reflective of his support of our business community.

I support Mr. Moore's appointment to the HSDC board. Thank you for the opportunity to testify on his behalf.



**HAWAII  
STRATEGIC  
DEVELOPMENT  
CORPORATION**

No. 1 Capitol District Building  
250 South Hotel Street, Suite 508  
P.O. Box 2359  
Honolulu, Hawaii 96804  
Telephone: (808) 587-3830

Statement of  
**Karl K. Fooks**  
**President**

Hawaii Strategic Development Corporation

Before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TAXATION**

Wednesday, April 15, 2009  
1:15 PM  
State Capitol, Conference Room 016

In consideration of

**GM 575**  
**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE BOARD OF  
DIRECTORS OF THE HAWAII STRATEGIC DEVELOPMENT CORPORATION,  
GUBERNATORIAL NOMINEE, H. Brian Moore,  
FOR A TERM TO EXPIRE 6-30-2013.**

Chair Fukunaga, Vice Chair Baker, and Committee Members:

HSDC fully supports the appointment of H. Brian Moore to its board of directors.

Mr. Moore is a Senior Vice President of the Pacific Guardian Life Insurance Company, Ltd. and prior to that he was a Vice President, and Board of Directors, Executive Committee Member of the Hawaiian Life Insurance Company, Ltd. The insurance industry is an important participant in Hawaii's investment community and a potential source of capital for venture funds and Hawaii's emerging businesses. With over 30 years of experience in the life insurance industry, Mr. Moore can provide valuable insights and advice on how to better tap into the financial resources of the insurance industry to support Hawaii's growth businesses.

We are pleased to have Mr. Moore considered for the HSDC board.

Thank you for the opportunity to submit testimony on his behalf.



**Jeffrey M. Kissel**  
President & Chief Executive Officer  
P.O. Box 3000  
Honolulu, HI 96802-3000

(808) 535-5908  
jkissel@hawaiigas.com

**April 9, 2009**

**Honorable Carol Fukunaga, Chair  
Committee on Economic Development & Technology  
Senate  
State of Hawaii  
216 State Capitol  
415 South Beretaina Street  
Honolulu, Hawaii 96813**

**H. BRIAN MOORE, NOMINEE  
BOARD OF DIRECTORS, HAWAII STRATEGIC DEVELOPMENT CORP.**

**It is a pleasure to endorse Mr. Brian Moore's candidacy to the board of directors of the Hawaii Strategic Development Corporation. I have known him since 1974 and can state without reservation that he is a dedicated member of our community with distinction and has always conducted himself in a highly moral and honest manner.**

**It is a pleasure to see that he is offering his services to our community in this capacity. Please feel free to contact me direct if you have questions or require additional information.**

**JEFFREY M. KISSEL**



## PACIFIC GUARDIAN LIFE

DOUGLAS M. GOTO  
Executive Vice President

April 10, 2009

The Honorable Senator Carol Fukunaga, Chair  
Senate Committee on Economic Development and Technology  
Hawaii State Capitol, Room 216  
415 South Beretania Street  
Honolulu, HI 96813

RE: H. Brian Moore, Nominee  
Board of Directors, Hawaii Strategic Development Corporation

Dear Chair Fukunaga and Members of the Committee:

I would like to endorse candidate H. Brian Moore for the Board of Directors of the Hawaii Strategic Development and Corporation. Mr. Moore has been an employee of Pacific Guardian Life Insurance Company, Limited for over 35 years and has been an exemplary manager.

Under his supervision, the real estate investment department has not recorded a single loss of principal investment for the Company through 2008. This unique distinction in the lending industry is a phenomenal accomplishment, considering no other local lending institution can make this same statement. Mr. Moore's investment knowledge and understanding of proper underwriting with associated risk and return will be a valuable asset to the Hawaii Strategic Development Corporation.

It is with great pleasure that I am recommending Mr. Moore for this appointment. I have the utmost confidence that he will be a thoughtful and contributing member to the board.

Respectfully yours,

Douglas M. Goto